



THATCHER COMPANY – *Think Safety, Act Safely*



Thatcher Company is a diversified chemical manufacturer and distributor. The company was founded in 1967 and has grown to be a major chemical manufacturer and distributor in the United States and abroad. Today, Thatcher Company employs more than 300 people, with headquarters located on 30 acres in the industrial area of Salt Lake City, Utah. Operating in a number of locations nationwide, Thatcher's diversification, coupled with ever broadening product offerings, allows us to respond to the changing needs of our customers and the marketplace.

Job Description

Account Manager - Chemical Sales

Thatcher Company is seeking highly *motivated and resourceful* individuals to expand our national sales force. We have manufacturing plants and distribution centers located in:

Salt Lake City, Utah
Henderson, Nevada
Buckeye, Arizona
Missoula, Montana
Williamson, New York
Deland, Florida
Downey, California
Twin Falls, Idaho

Leverage your skills, industry savvy and experience and team with an industry winner to write your own ticket to professional success.

Desired Qualifications

- **Previous, successful, new business chemical sales experience is required.**
- **AA/BS degree in chemistry, technical sales or related field is preferred.**

Major Accountabilities

- Primary activity is to solicit new customers through best sales, marketing and customer service practices.
- Provide exemplary service to existing customers through identifying present and future needs in regard to chemical products and providing solutions utilizing Thatcher Company's diverse product portfolio and resources.
- Represent Thatcher Company in a comprehensively professional manner by developing a thorough knowledge of Thatcher products and competitive advantages.

What's In It for You?

- Competitive salary draw PLUS a bonus program based on a percentage of the gross profit generated within your assigned accounts. Potential to earn an above average income.
- Car allowance and expense reimbursement.
- Benefit package including health, accident, life, and dental insurance plans.
- **Find out about the company's defined benefit profit sharing/retirement plan which is 100% employer paid. It is second to none!**

Contact Information: Send resume to sales.hr@tchem.com or apply online at www.tchem.com